http://www.afoutreach.af.mil/

A Good News Story

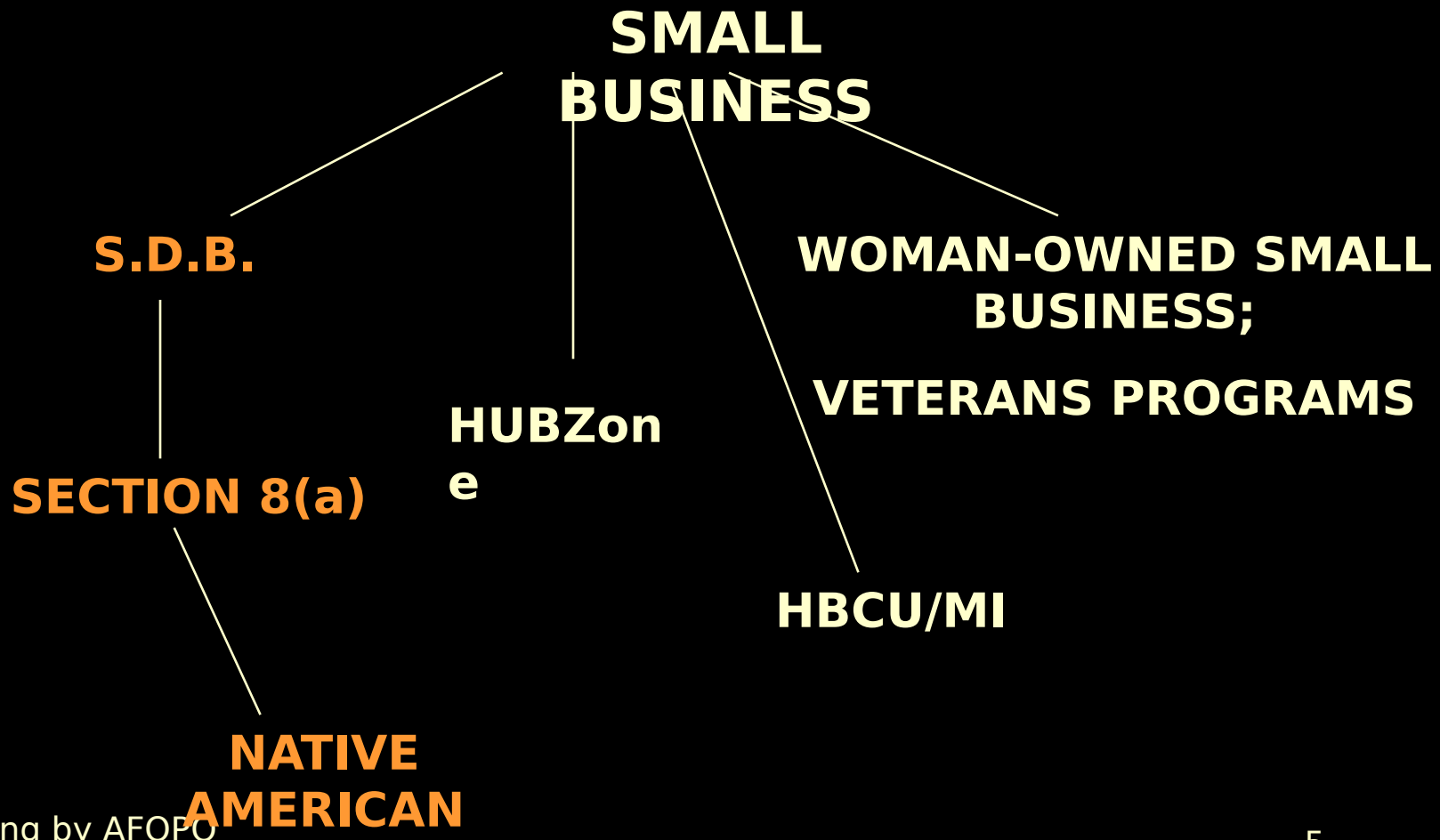
What the AF Buys

- Construction
  - **General Construction Services (SABER)**
  - **Soil Remediation**
  - **Environmental Services**
  - **A&E Services**
- Services
  - **Facility Operation and Management**
  - **Information Technology**
  - **Archeology/Culture Expertise/Site Prep & Monitor**
  - **Base Operating Support**

How the AF Buys

- Primary
  - **Blanket Purchase Agreement (BPA)**
  - **Purchase Order (PO)**
  - **Indefinite Quantity Contract (IDIQ)**
  - **Firm Fixed Price Contract**
  - **Cost Reimbursement**
  - **Government Purchase Card**

Socio-Economic Interest Areas



Small Disadvantaged Businesses

- Small businesses - not dominant in their field of operation
- 51% owned, operated and managed on a daily basis by individuals who:
  - **are socially and economically disadvantaged.**
    - **Individuals denied access to capital and credit opportunities because of their identification as a member of a specific group**
  - **May or may not be part of the 8(a) program**

Section 8(a) Program

- What it is:
  - **Refers to Section 8(a) of the Small Business Act**
  - **A business development program**
  - **Administered by the Small Business Administration (SBA)**
  - **Helps certified small and disadvantaged business firms enter the federal contracting arena**
  - **SBA certifies and monitors all 8 (a) firms**
  - **8 (a) firms can receive contracts on a non-competitive basis**
    - **Can contract sole source or competitive**

Section 8(a) Program

- 8(a) Program Advantages!
  - **Lock-tight sole source (subject to the competitive thresholds)**
  - **No sole source justification**
  - **No requirement for synopsis if sole source**
  - **Can continue to use that firm for follow-on contracts**
  - **Helps achieve SDB goals and SB goals!**
    - **Can also help in achieving HUBZone, woman-owned and service connected veterans goals!**
  - **If poor performance results in default of the contract, SBA is obligated to provide you with another contractor…and do all of the novation paperwork!**

Native American Business

- Qualify as Small Disadvantaged Businesses. Can participate in Small Business Admin, Section 8(a) program.
- Federal Acquisition Regulation has a special Indian Incentive Program
  - **13 CFR 124.3 Defines program eligibility**
  - **13 CFR 124.506(b) exempts Indian Tribally Owned or Alaska Native Corp 8(a) companies from competitive threshold**
    - **$3M - Service contracts & $5M – Manufacturing**
  - **Provides 5% of amount subcontracted (Subject to funds availability)**

Native American Business

- Indian Incentive Program
  - **FAR 52.226-1, Utilization of Indian Organizations and Indian-Owned Economic Enterprises**
  - **Required in DoD solicitations/contracts that contain FAR 52.219-9 – Small Business Subcontracting Plan**
  - **Funding Not from Local Program Funds**
  - **PCO submits funding request (OUSD (A&T) SADBU)**

About the AFOPO

What we do!

Special Emphasis Areas:

- **Market research**
- **Identify small business opportunities**
- **Promote early small business involvement**
- **Facilitate teaming & establish partnerships**
- **Balance mission requirements/economic impacts**
- **Assess over the horizon strategies**

Increasing Awareness

- Created national cable-access TV show
  - "Opportunity Showcase"
    - 33 Markets Nationwide with 7.5M cable subscribers
    - 36 shows produced to date

Manufacturing Technical Assistance Pilot Program (MTAPP)

- Mission: Provide the Air Force with a reliable, quality oriented supplier network that:
  - **Manufactures parts and systems required for USAF operations**
  - **Improves the competitiveness of small companies**

Community Outreach

Marketing Outreach Swat Team (MOST)

- Respond to SAF/SB, SB Directors and Commanders
  - **Media plan**
  - **Draft media releases and advisories**
  - **Create radio Public Service Announcements**
  - **Identify potential media outlets**

Develop Focused Training

- Special Topics or site specific modules
  - **SB & Classified World, Outsourcing, HUBZone, Teaming & Affiliation**
- 5 Training Modules on Website
  - **DFAS – Contractor Payment**
  - **ProNET**
  - **HUBZone**
  - **DCAA**
  - **Basic Contracting/Small Business**

Where are we going!

- Distance Learning
- Video tapes being generated & circulated
  - **TV tapings on special subjects**
- Moving out on Web based & CDROM
- Small Business Simulator